

Message Text

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ACTION COME-00

INFO OCT-01 ARA-16 EA-11 ISO-00 CAB-09 CIAE-00 DODE-00

DOT-00 EB-11 INR-10 NSAE-00 RSC-01 FAA-00 AID-20

IGA-02 TRSE-00 SS-20 NSC-07 DRC-01 /109 W

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R 232250Z APR 74

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 5294

INFO AMEMBASSY SAN JOSE

AMEMBASSY TOKYO

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E.O. 11652 NA

TAGS: ETRN; BEXP; EK

SUBJ: MAJOR PROJECT--COMALAPA AIRPORT

REF: A. SAN SALVADOR 0863; B. STATE 073969; C. SAN SALVADOR 1419

SAN JOSE FOR RANDOLPH; GUATEMALA ALSO FOR ROCAP; PASS TO FAA

1. THE EMB HAS BEEN INFORMED BY CEPA MANAGER JORGE ROCHAC THAT THE GOVT HAS PROMISED IT WILL SECURE UNTIED COMMERCIAL FINANCING FOR THE COMALAPA AIRPORT PROJECT, WHICH IS NOMINALLY VALUED AT \$40 MILLION. ROCHAC SAID THE JAPANESE (REF A) HAVE NOT RESPONDED TO THE GOES' COUNTER PROPOSAL. (HE WOULD NOT DENY THAT SUCH ACTION WAS RELATED TO THE DISPUTE OVER THE COTTON FUTURES CONTRACTS.) THIS DEVELOPMENT PUTS THE PROJECT IN THE WORLD ARENA OF COMPETITIVE BIDDING SINCE THE FINANCING WILL BE UNTIED (REPORTEDLY THROUGH NEW YORK BANKS FROM EURODOLLAR/PETRO CURRENCY FUNDS AT AN EFFECTIVE RATE OF INTEREST OF 5 PERCENT OVER THE 15 YEAR TERMS). CEPA HAS APPEALED FIRST TO THE EMB FOR ASSISTANCE IN OBTAINING THE SERVICES OF AN AIRPORT EXPERT TO DEVELOP THE MASTER PLAN AND TO PREPARE THE TERMS OF REFERENCE FOR CONTRACTUAL ENGINEERING SERVICES NECESSARY FOR THE ELABORATION OF THE PROJECT. OBVIOUSLY, THE EMPLOYMENT OF A US FIRM IN THIS CAPABILITY SHOULD PREDISPOSITION THE SALE OF US GOODS AND SERVICES TO THIS PROJECT.

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ACTION REQUESTED: INFO SOONEST ON THE APPROPRIATENESS,

AVAILABILITY AND ADMINISTRATIVE ARRANGEMENTS FOR SECURING THE SERVICES OF FAA'S AIRPORT ENGINEER LUIS F. STIRMINSKI TO ADVISE CEPA.

2. CEPA'S PROJECT COORDINATOR, ING. HERIBERTO REYES (TELEX CEPA 20-ORL ASKED THAT THE EMB ASSIST IN INFORMING SOME "HALF DOZEN- AIRPORT EXPERTS OF THE PERSONAL SERVICES WHICH GOES IS SEEKING AND THAT THEY CONTACT CEPA FOR FURTHER DETAILS. EMBOFF EXPLAINED THE DIFFICULTY THE USG WOULD HAVE IN SELECTING AMONG MANY QUALIFIED FIRMS AND THE PROBABLE DELAYS THAT WOULD ENSUE. FROM AID/ROCAP ENGINEER ROBERT DAVIS A LIST OF SEVEN US FIRMS WAS OBTAINED AND PROVIDED TO CEPA. THE EMBASSY RELAYED TO ROCHAC DAVIS' BELIEF THAT IT APPEARED CEPA MIGHT NEED BASIC ASSISTANCE IN DEVELOPMENT OF A WORK SCHEDULE. ROCHAC RESPONDED ENTHUSIASTICALLY AND SAID HE WOULD SEEK ADDITIONAL GUIDANCE FROM DAVIS BEFORE PROCEEDING WITH CONTACTING PROSPECTIVE CONTRACTUAL SERVICES.

3. THE EMBASSY IS ADVISED THAT A MR. LOUIS F. STIRMINSKI, AIRPORT ENGINEER, FAA, HAS PROVIDED SERVICES IN CONNECTION WITH ROCAP'S INVOLVEMENT IN THE COSTA RICAN AIRPORT PROJECT, THE CURRENTLY OPERATING GUATEMALAN AIRPORT AND PLANNED FACILITIES AT TICAL. WE WOULD APPRECIATE SOONEST ADVICE CONCERNING STIRMINSKI'S AVAILABILITY AND UNDER WHAT ARRANGEMENT, WOULD PROVIDE BASIC GUIDANCE TO CEPA ON HOW TO PROCEED. (CEPA'S ROCHAC HAS UTILIZED THE SERVICES OF ICAO BUT FOUND IT INADEQUATE IN GIVING FRANK ADVICE. THE ONLY OTHER SOURCE OFFERED HAS BEEN THE ITALIAN FIRM SEA BUT ROCHAC SAID THEIR OBVIOUS "SALESMANSHIP" WAS IN ADVANCE OF WHERE THE PROJECT STOOD.)

4. THE APPARENT DEPARTURE OF THE JAPANESE FROM THE AIRPORT SCENE, AFTER HAVING INVESTED CONSIDERABLE TIME AND MONEY IN THE ECONOMIC FEASIBILITY STUDY, SEEMS TO HAVE PUT THE PROJECT BACK ON FIRST BASE. CEPA IS UNDER STRONG MILITARY PRESSURE TO MOVE THE PROJECT SO THE AIRSTRIP REQUIRED BY THE AIRFORCE WILL BE BUILT. THE JAPANESE WITHDRAWAL HAS NOT HELPED THE TIME SCHEDULE AND ROCHAC EXHIBITS A COMBINATION OF URGENCY RESTRAINED WITH A COMMON SENSE NEED TO PROCEED WISELY. ALTHOUGH CEPA'S DOORS ARE NOT SHUT TO MEETING WITH POTENTIAL SUPPLIERS OF THE RANGE OF GOODS AND SERVICES INVOLVED IN THE PROJECT (REF A) CEPA LIMITED OFFICIAL USE

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IS NOT PLANNING IN THE IMMEDIATE FEW MONTHS ANY EFFORT TO ADVERTISE OR ATTRACT INTEREST, BUT WILL RATHER CONCENTRATE ON A THOROUGH EXAMINATION OF THE PROJECT AND A STEP BY STEP DEVELOPMENT OF THE PLAN, DESIGN, ETC. NEVERTHELESS ROCHAC WELCOMES THE PROPOSED VISIT OF DOC'S MAJOR PROJECTS OFFICER JOHN N. RANDOLPH, JR. AND WILL MEET WITH HIM P.M. OF APRIL 25 (REF B AND C). CAMPBELLO

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